



# WASHINGTON TRUST BANCORP, INC.

Parent Company Of The Washington Trust Company



*“Washington Trust’s third quarter results reflect another solid operating performance, led by good deposit growth, healthy loan production, and increased wealth management asset generation.”*

**– Edward O. Handy III, Chairman & CEO**

## 2018 Q3 Highlights

### Profitability

- ★ Net interest income amounted to a record high of \$33.4 million
- ★ Net income of \$17.5 million and \$1.01 cents per diluted share
- ★ Returns on average equity and average assets were 16.26% and 1.47%, respectively

### Growth

- ★ Total loans stood at a record high \$3.6 billion at September 30, 2018, up by \$66 million from June 30, 2018
- ★ Total deposits were a record high \$3.4 billion at September 30, 2018, up by \$93 million from June 30, 2018
- ★ Wealth management assets under administration at September 30, 2018 totaled \$6.5 billion with Halsey Associates surpassing \$1 billion in managed assets for the first time

### Stability

- ★ Capital levels remain solid and well-capitalized
- ★ Quarterly dividend of 43 cents per share was declared

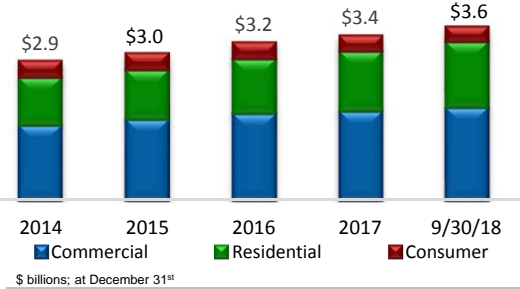
## Washington Trust Rings NASDAQ Bell



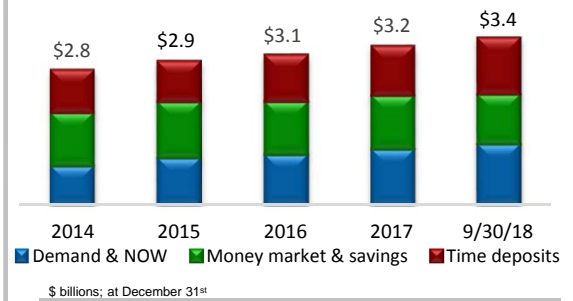
Edward O. Handy III, Chairman and CEO, was joined by more than 50 Washington Trust employees to ring the NASDAQ opening bell and celebrate 218 years of service as the oldest community bank in the nation. Founded in 1800, Washington Trust was already 171 years old when, in 1971, NASDAQ began trading as the world’s first electronic stock market. 13 years later, in 1984, Washington Trust Bancorp, Inc. started trading on the NASDAQ market under the symbol WASH.

Market Summary	
Trading Symbol	WASH
Exchange	NASDAQ
Market Value (\$M)	\$956
Stock Price	\$55.30
As of September 30, 2018	

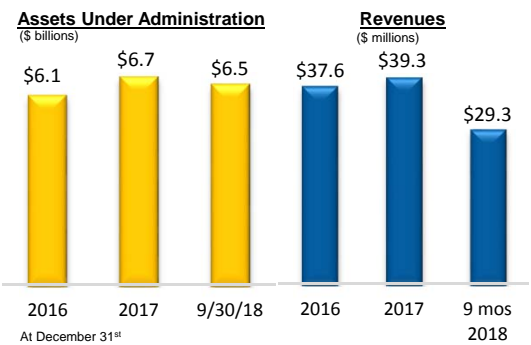
### Loans



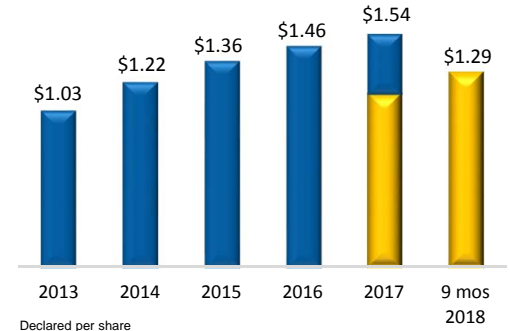
### Deposits



### Wealth Management



### Cash Dividends





### Financial Highlights

At or for the Quarters Ended

(\$ and shares in thousands, except per share amounts) 9/30/18 6/30/18 3/31/18 12/31/17

Balance Sheet (\$000)				
Total assets	\$4,770,672	\$4,737,242	\$4,566,326	\$4,529,850
Total loans	3,556,203	3,490,230	3,387,406	3,374,071
Total securities	823,510	788,105	799,815	793,495
Total deposits	3,414,348	3,321,611	3,256,434	3,242,707
Total shareholders' equity	427,909	421,571	413,081	413,284

Income Statement (\$000) and Profitability				
Net interest income	33,449	33,111	31,852	30,889
Provision for loan losses	350	400	0	200
Wealth management revenues	9,454	9,602	10,273	9,914
Other noninterest income	5,761	6,391	5,470	6,296
Noninterest expenses	26,062	26,288	27,130	25,754
Net income	17,511	17,674	16,211	7,982
Return on average assets	1.47%	1.53%	1.45%	0.71%
Return on average equity	16.26%	16.99%	15.96%	7.56%
Net interest margin (taxable equivalent basis)	2.99%	3.05%	3.03%	2.95%

Balance Sheet Ratios/Capital				
Total risk based capital	12.77%	12.61%	12.56%	12.45%
Tier 1 leverage ratio	8.91%	8.87%	8.84%	8.79%
Equity to assets	8.97%	8.90%	9.05%	9.12%
Tangible equity / tangible assets; non-GAAP <sup>(1)</sup>	7.57%	7.48%	7.57%	7.63%

Asset Quality				
Total past due loans to total loans	0.38%	0.48%	0.57%	0.59%
Nonperforming assets to total assets	0.29%	0.32%	0.30%	0.34%
Nonaccrual loans to total loans	0.30%	0.34%	0.31%	0.45%
Allowance for loan losses to total loans	0.75%	0.75%	0.76%	0.79%

Share Data:				
Diluted earnings per share	\$1.01	\$1.01	\$0.93	\$0.46
Dividends declared per share	\$0.43	\$0.43	\$0.43	\$0.39
Book value per share	\$24.75	\$24.40	\$23.93	\$23.99
Tangible book value per share; non-GAAP <sup>(2)</sup>	\$20.57	\$20.20	\$19.71	\$19.75
Market value per share	\$55.30	\$58.10	\$53.75	\$53.25
Shares outstanding at end of period	17,290	17,278	17,262	17,227
Weighted average shares outstanding – diluted	17,382	17,387	17,345	17,349

- (1) GAAP shareholders' equity less goodwill & intangible assets divided by GAAP assets less goodwill & intangible assets
- (2) GAAP shareholders' equity less goodwill & intangible assets divided by shares outstanding

### About Washington Trust

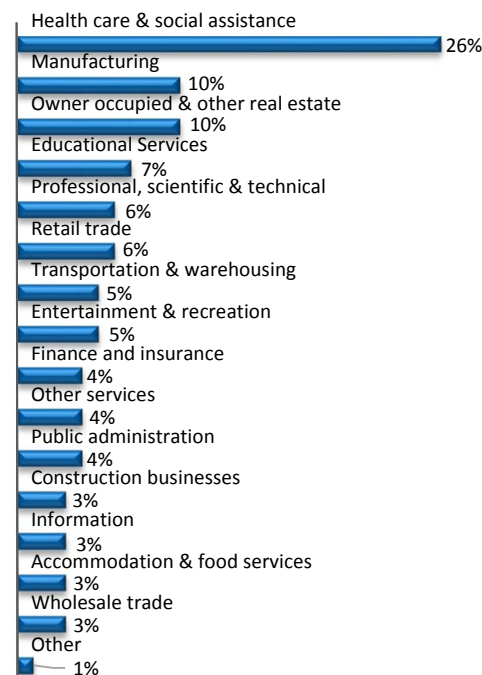
At 9/30/18

- ★ \$4.8 billion in assets
- ★ Publicly-owned holding company of The Washington Trust Company
- ★ RI state-chartered commercial bank
- ★ Founded in 1800; oldest community bank in the United States
- ★ Personal banking, commercial banking, and wealth management services
- ★ Market area of Rhode Island, eastern Massachusetts, and Connecticut
  - ★ 22 branches
  - ★ 5 wealth management offices
  - ★ 7 residential mortgage loan offices
  - ★ 3 commercial lending offices

### C&I Loans By Industry

At 9/30/18

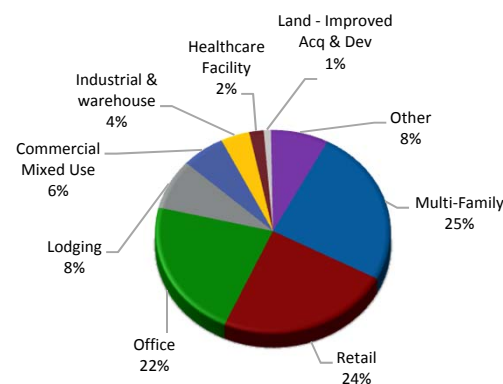
Total portfolio: \$656.9 million  
Percent of total loans: 18%



### Commercial Real Estate

At 09/30/18

Total portfolio: \$1.2 billion  
Percent of total loans: 35%



### Analyst Coverage

- ★ American Capital Partners, LLC  
Nicole Gulino
- ★ Compass Pt Rch & Trading LLC  
Laurie Hunsicker
- ★ Keefe Bruyette & Woods Inc.  
Damon Delmonte
- ★ Sandler O'Neill & Partners LP  
Mark Fitzgibbon

The financial information contained herein is unaudited, and qualified in its entirety by reference to Washington Trust's Annual Report on Form 10-K for the year ended December 31, 2017, as filed with the Securities and Exchange Commission and as updated by its Quarterly Reports on Form 10-Q.

